

## GROOVY



### New term rates!

Choose Wisely. Choose Select-a-Term.

We're starting 2020 out with good vibrations- and upcoming new Select-a-Term rates. As of February 1 2020, Select-a-Term gets even more competitive in some of the most popular issue ages and classes.

The premium changes are a mix of increases and decreases, and some cells will be left unchanged.

In addition to new rates, there are changes to the product which include:

- Discontinuation of the Term conversion credit
- New Annual Renewable Term (ART) rates and changes to the ART design
  - Death Benefit will have a onetime reduction at the end of the level period
  - The first three premiums during the ART period will remain level with annual increases thereafter

### Keep Jamming with Select-a-Term

Select-a-Term offers a unique mix of flexibility and reach:

- Guaranteed level term coverage for 18 durations, including 10-year and 15 through 30 years and a 35-year term
- Select-a-Term remains convertible to the earlier of age 70 or the end of the level term period
- Extended conversion eligibility to the full suite of competitive AGL and US Life permanent products for the first 8 years for 10 year term durations, or the first 10 years for term durations of 15 years and greater

### State Approvals

Not approved in New York, where old rates will remain until state approval is obtained. Look for future announcements regarding New York once approved.

### Sales and Marketing Materials

Visit [www.aig.com/termlife](http://www.aig.com/termlife) for more information on the nationwide competitive pricing, superior flexibility of Select-a-Term and other key resources.

For the New York product resources, visit [aig.com/newyorkproducts](http://aig.com/newyorkproducts)

### Key Points & Dates

- Revised product and premium rates are available 02/01/2020. **New Rates will NOT be available to be quoted until 2/1/2020**
- Applications received in the Home Office before 02/01/2020 will automatically get the old product/rates unless the new product is specifically requested.
- **Any requests for pending applications received prior to 2/1/2020, to get the new product, must be made prior to policy issue or conditional issue.**
- Applications received in the Home office 02/01/2020 and later will get the new product/rates.
- for full transition rules refer to page 2.

## Transition Rules for General Distribution

- Revised product and premium rates are available 02/01/2020.
- Applications received in the Home Office before 02/01/2020 will automatically get the old product/rates unless the new product is specifically requested.
  - ***Any requests for pending applications received prior to 2/1/2020, to get the new product, must be made prior to policy issue or conditional issue***
- Applications received in the Home office 02/01/2020 and later will get the revised product/rates.
- Reissue requests to the new plan will NOT be honored.
- New applications submitted to replace existing inforce coverage with the revised product will not be honored within 90 days of coverage going inforce.

## AG Quick Ticket

- Revised product and premium rates are available 02/01/2020.
- Applications received in the Home Office before 02/01/2020 will automatically get the old product/rates unless the new product is specifically requested.
  - ***Any requests for pending applications received prior to 2/1/2020, to get the new product, must be made prior to policy issue or conditional issue***
- Applications received in the Home office 02/01/2020 and later will get the revised product/rates.
- Reissue requests to the new plan will NOT be honored.
- New applications submitted to replace existing inforce coverage with the revised product will not be honored within 90 days of coverage going inforce.

## Fast Quotes on Rapid Rater

Instant rate quotes for all classes and durations are available on Rapid Rater. Visit [www.aig.com/rapidrater](http://www.aig.com/rapidrater) for more information. The new rates will not be available until Jan 31, 2020 after 4PM CST.

## Illustrations

Select-a-Term is available on Winflex Web and Winflex Desktop. The new rates will not be available until Jan 31, 2020 after 4PM CST.

